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State of Illinois

Rod R. Blagojevich, Governor

Department of Commerce  
and Economic Opportunity

Jack Lavin, Director



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# Annual Report 2006

# 2006 Illinois Procurement

For twenty two years, the Illinois Procurement Technical Assistance Center (PTAC) has been a leader in helping the small business community through the process of Government contracting. As a key component of the Illinois Entrepreneurship Network (IEN), the Procurement Technical Assistance Center is supported by the Illinois Department of Commerce and Economic Opportunity (IDCEO) and is a resource partner of the Department of Defense's (DoD's) Defense Logistics Agency (DLA). The PTAC provides state-wide contracting assistance to Illinois businesses interested in doing business with the government.

The information contained in this Annual Report depicts the services available and provided during calendar year 2006 through the Illinois Procurement Technical Assistance Centers.

## **Procurement (Government Contracting) Technical Assistance Centers Provide:**

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- Radio Frequency Identification/Unique Identification (RFID)/(UID)
- Assistance with certifications
- Advise and assist with post awards functions
- Assist with eBusiness technologies
- Assist with subcontracting opportunities
- Provide training opportunities

## **2006 Economic Impact**

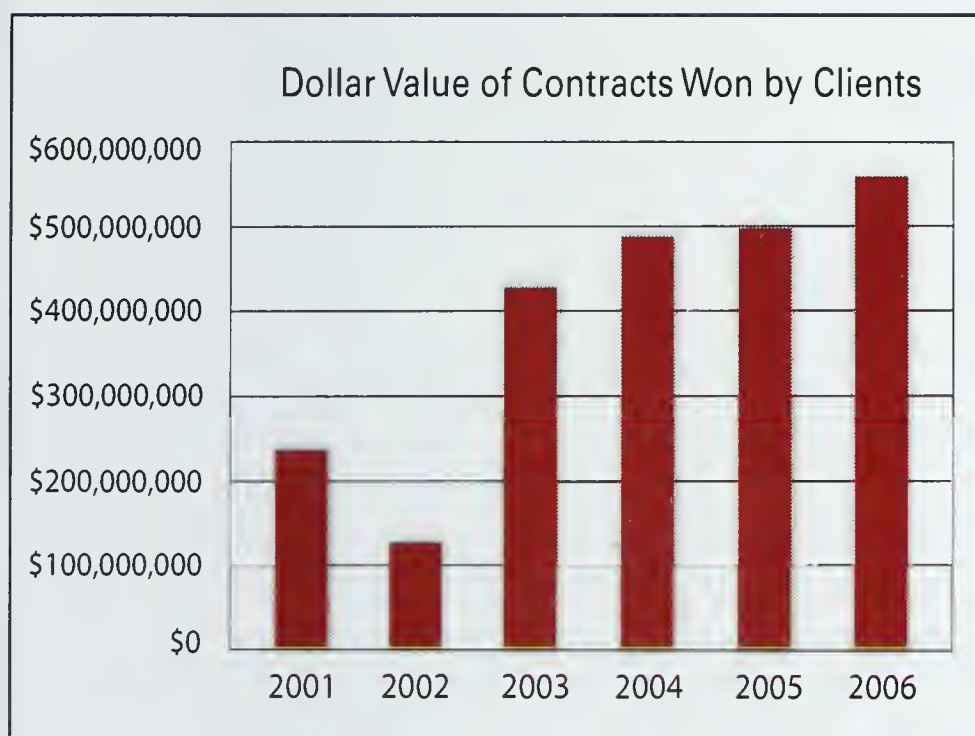
- 417 Jobs created
- 2,049 Jobs retained
- 2,172 Contracts won
- \$554,034,812 Value of Contracts won



# ment Technical Assistance

The dollar value of contracts won results in a return-on-investment of \$349 for every tax dollar spent on this program.

## Historical Economic Impact



## Illinois Entrepreneurship Network

The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

## Illinois Small Business Development Center (SBDC)

The Illinois SBDC has been a leader in helping the small business community. As a key component of the IEN, SBDC is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

# Center Annual Report



Through the Illinois SBDC and IEN, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

The IEN also provides specialized business services for particular sectors of our state's economy.

## **SBDC International Trade Centers (Export Assistance)**

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers

## **Illinois Entrepreneurship Network Business Information Center**

Located in DCEO, the IEN Business Information Center is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Business Information Center staff provide professional guidance to entrepreneurs by linking them to state and local resources.

# Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. Since its inception, the program has assisted over 111,500 clients with services that include:

- Confidential compliance assistance
- Toll-free help line
- Free quarterly newsletter Clean Air Clips
- Easy-to-read fact sheets and guides
- Directories of environmental resources and consultants
- Workshops
- Environmental Recordkeeping Calendars
- Permit applications on the DCEO Web site: [www.ienconnect.com](http://www.ienconnect.com)

## Client Comments

The dividends are already paying off for the Q5's partnership with the Illinois Procurement Technical Assistance Center (PTAC) of Central Illinois.

"We are pleased to have won this competitive contract and look forward to helping people return to society as law abiding citizens," said Steve Knox, Triangle's CEO. Knox cited assistance by the PTAC of Central Illinois as an important resource in the contracting process. "The federal government requires a labyrinth of regulations and requirements and PTAC's assistance greatly aided in the process."

Steve Knox, CEO  
Triangle Center

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Our company has been working with your team from the Illinois PTAC at the College of DuPage for over three years. You have been an outstanding resource for our company. We appreciate the lengths that your team goes to assist us with marketing strategies and to do business with the state and federal government agencies. Thank you for the value-added service your center provides.

Corey Stricker, Vice President  
Maid Rite Bedding

## **ILLINOIS PROCUREMENT TECHNICAL ASSISTANCE CENTER**

The Procurement Technical Assistance Center (PTAC) program is funded by the Illinois Department of Commerce and Opportunity through a cooperative agreement with the Defense Logistics Agency as a service to those members of the Illinois business community interested in selling a product or service to the government (Federal, State, Local).

Illinois Department of Commerce  
and Economic Opportunity

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